

Middle Atlantic Swimming Inc
Fiscal 2003-04 Year End Report
September 2003 through August 2004

	Sep '03 - Aug 04	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
Registrations				
Dues - Athlete	404,481.00	416,400.00	-11,919.00	97.1%
Dues - Club	10,900.00	11,000.00	-100.00	99.1%
Dues - Nonathlete	38,523.00	37,000.00	1,523.00	104.1%
Dues - Transfer	4,632.00	4,000.00	632.00	115.8%
Registrations - Other	1,612.00			
Total Registrations	<u>460,148.00</u>	<u>468,400.00</u>	<u>-8,252.00</u>	<u>98.2%</u>
Senior Program				
LSC Meets				
Fall Classic	4,866.00	4,000.00	866.00	121.7%
SC MIDs	0.00	4,000.00	-4,000.00	0.0%
LC MIDs	11,583.00	6,000.00	5,583.00	193.1%
Total LSC Meets	<u>16,449.00</u>	<u>14,000.00</u>	<u>2,449.00</u>	<u>117.5%</u>
Total Senior Program	<u>16,449.00</u>	<u>14,000.00</u>	<u>2,449.00</u>	<u>117.5%</u>
Age Group				
Equipment sales	6,336.00			
Club meets				
A & ABC	82,114.05	72,000.00	10,114.05	114.0%
B & BC	1,137.00			
Mini	3,157.25	4,000.00	-842.75	78.9%
Total Club meets	<u>86,408.30</u>	<u>76,000.00</u>	<u>10,408.30</u>	<u>113.7%</u>
LSC meets				
Fines	850.00			
Elnvitational	25,506.18	21,000.00	4,506.18	121.5%
WJOs	39,787.56	34,000.00	5,787.56	117.0%
WZones	29,175.50	30,500.00	-1,324.50	95.7%
SJOs	4,815.65	20,000.00	-15,184.35	24.1%
SZones	13,576.00	17,000.00	-3,424.00	79.9%
Total LSC meets	<u>113,710.89</u>	<u>122,500.00</u>	<u>-8,789.11</u>	<u>92.8%</u>
Camps	0.00	2,000.00	-2,000.00	0.0%
Total Age Group	<u>206,455.19</u>	<u>200,500.00</u>	<u>5,955.19</u>	<u>103.0%</u>
Officials				
Mini Rule Books	81.00	200.00	-119.00	40.5%
Total Officials	<u>81.00</u>	<u>200.00</u>	<u>-119.00</u>	<u>40.5%</u>
Open Water Meets				
Sanctions/Splash fees	225.20	1,200.00	-974.80	18.8%
Total Open Water Meets	<u>225.20</u>	<u>1,200.00</u>	<u>-974.80</u>	<u>18.8%</u>
Administration				
Accepted meets	305.00			
Sanctions	3,000.20	2,000.00	1,000.20	150.0%
Total Administration	<u>3,305.20</u>	<u>2,000.00</u>	<u>1,305.20</u>	<u>165.3%</u>
Miscellaneous Income				
Speedo Rebate	0.00	100.00	-100.00	0.0%
Miscellaneous Income - Other	12.00			
Total Miscellaneous Income	<u>12.00</u>	<u>100.00</u>	<u>-88.00</u>	<u>12.0%</u>
Total Income	<u>686,675.59</u>	<u>686,400.00</u>	<u>275.59</u>	<u>100.0%</u>
Expense				
Registration				
Committee Administration	0.00	0.00	0.00	0.0%
Athlete	277,656.50	330,500.00	-52,843.50	84.0%
Club	6,230.00	7,000.00	-770.00	89.0%
Nonathlete	33,036.00	29,000.00	4,036.00	113.9%
Postage	767.00	3,000.00	-2,233.00	25.6%
Registration - Other	116.50			
Total Registration	<u>317,806.00</u>	<u>369,500.00</u>	<u>-51,694.00</u>	<u>86.0%</u>
Senior - exp				
Committee Administration	0.00	100.00	-100.00	0.0%
Training Sessions	0.00	0.00	0.00	0.0%
Meets				
Fall Classic - exp	3,940.00	4,000.00	-60.00	98.5%
Winter Mids - exp	0.00	4,000.00	-4,000.00	0.0%
Summer Mids - exp	13,404.20	6,000.00	7,404.20	223.4%
Total Meets	<u>17,344.20</u>	<u>14,000.00</u>	<u>3,344.20</u>	<u>123.9%</u>
Travel				
US Open	9,200.00	4,000.00	5,200.00	230.0%
Nationals				
Spring	13,200.00	10,000.00	3,200.00	132.0%
Summer	10,200.00	13,000.00	-2,800.00	78.5%
Total Nationals	<u>23,400.00</u>	<u>23,000.00</u>	<u>400.00</u>	<u>101.7%</u>
Juniors Replacement				
Spring	15,000.00	14,000.00	1,000.00	107.1%
Summer	18,550.00	16,000.00	2,550.00	115.9%
Total Juniors Replacement	<u>33,550.00</u>	<u>30,000.00</u>	<u>3,550.00</u>	<u>111.8%</u>
Olympic Trials	17,600.00	22,000.00	-4,400.00	80.0%
Total Travel	<u>83,750.00</u>	<u>79,000.00</u>	<u>4,750.00</u>	<u>106.0%</u>
Total Senior - exp	<u>101,094.20</u>	<u>93,100.00</u>	<u>7,994.20</u>	<u>108.6%</u>
Operations	0.00	0.00	0.00	0.0%
Age group - exp				
Swimmer equipment	2,991.63			
Committee Administration	0.00	1,000.00	-1,000.00	0.0%
Meets				
Elite	15,815.87	14,500.00	1,315.87	109.1%
Winter JOs	22,189.55	20,000.00	2,189.55	110.9%
Winter Zones	41,779.16	42,500.00	-720.84	98.3%
Summer JOs	13,061.91	19,000.00	-5,938.09	68.7%
Summer Zones	19,632.20	22,000.00	-2,367.80	89.2%
Total Meets	<u>112,478.69</u>	<u>118,000.00</u>	<u>-5,521.31</u>	<u>95.3%</u>

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Camps				
Open Water Camp	0.00	0.00	0.00	0.0%
Committee Administration	0.00	200.00	-200.00	0.0%
Programs	0.00	2,000.00	-2,000.00	0.0%
Total Camps	<u>0.00</u>	<u>2,200.00</u>	<u>-2,200.00</u>	<u>0.0%</u>
Total Age group - exp	115,470.32	121,200.00	-5,729.68	95.3%
Adapted Swimming				
Committee Administration	0.00	100.00	-100.00	0.0%
Travel	500.00	1,000.00	-500.00	50.0%
Total Adapted Swimming	<u>500.00</u>	<u>1,100.00</u>	<u>-600.00</u>	<u>45.5%</u>
Officials - expense				
Committee Administration				
Printing	4.38			
Postage	91.67			
Committee Administration - Other	0.00	250.00	-250.00	0.0%
Total Committee Administration	<u>96.05</u>	<u>250.00</u>	<u>-153.95</u>	<u>38.4%</u>
Clinics				
Hospitality	436.58	150.00	286.58	291.1%
Rule Books	119.25	200.00	-80.75	59.6%
Supplies	53.60	100.00	-46.40	53.6%
Total Clinics	<u>609.43</u>	<u>450.00</u>	<u>159.43</u>	<u>135.4%</u>
Shirts	110.00	150.00	-40.00	73.3%
Officials - expense - Other	100.00			
Total Officials - expense	<u>915.48</u>	<u>850.00</u>	<u>65.48</u>	<u>107.7%</u>
Open Water				
Program	1,761.75	3,000.00	-1,238.25	58.7%
Travel				
Zone	0.00	0.00	0.00	0.0%
10K	0.00	1,000.00	-1,000.00	0.0%
5K	0.00	1,000.00	-1,000.00	0.0%
25K	0.00	1,000.00	-1,000.00	0.0%
FINA World Series	0.00	0.00	0.00	0.0%
Total Travel	<u>0.00</u>	<u>3,000.00</u>	<u>-3,000.00</u>	<u>0.0%</u>
Open Water - Other	500.00			
Total Open Water	<u>2,261.75</u>	<u>6,000.00</u>	<u>-3,738.25</u>	<u>37.7%</u>
Club Services - exp				
Committee Administration	0.00	600.00	-600.00	0.0%
Total Club Services - exp	<u>0.00</u>	<u>600.00</u>	<u>-600.00</u>	<u>0.0%</u>
Coaches - exp				
Committee Administration	0.00	200.00	-200.00	0.0%
Total Coaches - exp	<u>0.00</u>	<u>200.00</u>	<u>-200.00</u>	<u>0.0%</u>
Education				
Personnel Training	0.00	0.00	0.00	0.0%
USS Seminars	1,730.30	2,000.00	-269.70	86.5%
Coach Development	0.00	1,500.00	-1,500.00	0.0%
Volunteer Development	0.00	1,700.00	-1,700.00	0.0%
Total Education	<u>1,730.30</u>	<u>5,200.00</u>	<u>-3,469.70</u>	<u>33.3%</u>
Technical Planning	17.99	100.00	-82.01	18.0%
Zone Dues/Meeting	2,166.99	1,000.00	1,166.99	216.7%
USAS Convention	13,868.75	15,000.00	-1,131.25	92.5%
LSC Administration				
General Chair				
Administration	0.00	100.00	-100.00	0.0%
Total General Chair	<u>0.00</u>	<u>100.00</u>	<u>-100.00</u>	<u>0.0%</u>
Secretary	0.00	100.00	-100.00	0.0%
Treasurer				
Committee Administration	102.43	100.00	2.43	102.4%
Total Treasurer	<u>102.43</u>	<u>100.00</u>	<u>2.43</u>	<u>102.4%</u>
Finance				
Committee Administration	0.00	100.00	-100.00	0.0%
Total Finance	<u>0.00</u>	<u>100.00</u>	<u>-100.00</u>	<u>0.0%</u>
Accounting/Audit	1,500.00	1,800.00	-300.00	83.3%
Board of Review	0.00	100.00	-100.00	0.0%
Legal	0.00	500.00	-500.00	0.0%
Admin & Communications				
Committee Administration	0.00	200.00	-200.00	0.0%
Policy Manual/Handbook	0.00	200.00	-200.00	0.0%
Website	8,000.00	9,000.00	-1,000.00	88.9%
House of Delegates	22.18			
Gifts/Incentives	95.00	300.00	-205.00	31.7%
Total Admin & Communications	<u>8,117.18</u>	<u>9,700.00</u>	<u>-1,582.82</u>	<u>83.7%</u>
LSC Office				
Pitney Bowes	702.94	325.00	377.94	216.3%
Rent/Utilities	9,985.31	11,000.00	-1,014.69	90.8%
Telephone/Fax	3,089.64	6,000.00	-2,910.36	51.5%
Postage	8.20	150.00	-141.80	5.5%
Office equipment	1,436.09	800.00	636.09	179.5%
Supplies	1,645.04	1,000.00	645.04	164.5%
Total LSC Office	<u>16,867.22</u>	<u>19,275.00</u>	<u>-2,407.78</u>	<u>87.5%</u>
Personnel				
Committee Administration	0.00	100.00	-100.00	0.0%
Payroll Expenses				
Gross Wages	52,993.75	55,400.00	-2,406.25	95.7%
Benefits				
Retirement	1,291.50			
Total Benefits	<u>1,291.50</u>			
Payroll Expenses - Other	818.09			
Total Payroll Expenses	<u>55,103.34</u>	<u>55,400.00</u>	<u>-296.66</u>	<u>99.5%</u>

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Payroll Taxes				
FICA	4,054.02			
SUI	343.21			
OPT	3.78			
Total Payroll Taxes	<u>4,401.01</u>			
Total Personnel	59,504.35	55,500.00	4,004.35	107.2%
Insurance				
Liability Insurance	489.00	600.00	-111.00	81.5%
Disability Insurance	626.00	400.00	226.00	156.5%
Total Insurance	<u>1,115.00</u>	<u>1,000.00</u>	<u>115.00</u>	<u>111.5%</u>
Total LSC Administration	87,206.18	88,275.00	-1,068.82	98.8%
Miscellaneous	218.65			
Contributions	0.00	100.00	-100.00	0.0%
Dues and Subscriptions	0.00	100.00	-100.00	0.0%
Equipment Rental	6,080.70	6,000.00	80.70	101.3%
Licenses and Permits	0.00	100.00	-100.00	0.0%
Bank Service Charges	24.00			
Repairs				
Computer Repairs	320.00	400.00	-80.00	80.0%
Equipment Repairs	2.62	600.00	-597.38	0.4%
Total Repairs	<u>322.62</u>	<u>1,000.00</u>	<u>-677.38</u>	<u>32.3%</u>
Total Expense	<u>649,683.93</u>	<u>709,425.00</u>	<u>-59,741.07</u>	<u>91.6%</u>
Net Ordinary Income	36,991.66	-23,025.00	60,016.66	-160.7%
Other Income/Expense				
Other Income				
Interest Income				
MBNA Money Market Interest	2,194.94			
MBNA CD Interest	9,631.60			
American Funds	77.35			
Checking	63.58			
Total Interest Income	<u>11,967.47</u>			
Other Income				
Budget / Reserve	0.00	15,025.00	-15,025.00	0.0%
Budget /Interest income	0.00	8,000.00	-8,000.00	0.0%
Other Income - Other	24.00			
Total Other Income	<u>24.00</u>	<u>23,025.00</u>	<u>-23,001.00</u>	<u>0.1%</u>
Total Other Income	<u>11,991.47</u>	<u>23,025.00</u>	<u>-11,033.53</u>	<u>52.1%</u>
Net Other Income	<u>11,991.47</u>	<u>23,025.00</u>	<u>-11,033.53</u>	<u>52.1%</u>
Net Income	<u><u>48,983.13</u></u>	<u><u>0.00</u></u>	<u><u>48,983.13</u></u>	<u><u>100.0%</u></u>